



# CHINESE AMERICAN INSURANCE ASSOCIATION

23<sup>RD</sup> ANNUAL BANQUET

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# CONGRATULATIONS TO THE CAIA IN THE YEAR OF THE HORSE

*ACE Group is proud to support the Chinese American Insurance Association on the occasion of their 23rd Annual Chinese New Year Banquet. We salute their dedication in promoting the interests and concerns of the Chinese American insurance community as we celebrate the Year of the Horse. ACE traces its participation in China's insurance market back to 1897, when one of our heritage companies – the Insurance Company of North America – appointed an agent in Shanghai and became the first US insurance company to conduct business in China. Today, with offices in 54 countries, ACE serves the needs of individuals and families, small businesses and large corporations around the world. Congratulations to this year's honoree, our own Chairman and CEO, Evan G. Greenberg.*



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# **Congratulations to tonight's honoree:**

Evan G. Greenberg  
Chairman & CEO, ACE Limited

Congratulations to Lynn Guan, incoming CAIA President  
From your friends at Allied World





*Happy New Year*



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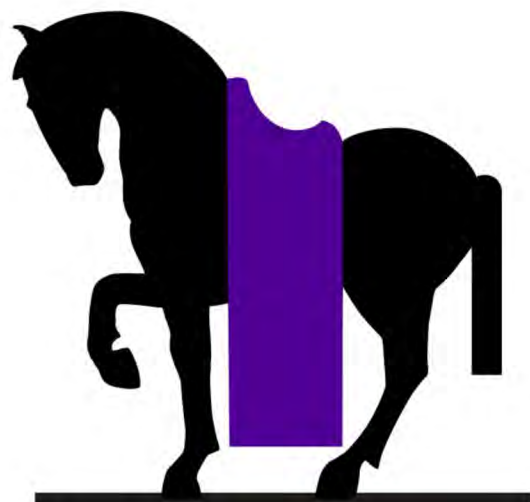


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# CONTENTS



7	<b>Banquet Program</b>
	<b>PROCLAMATION</b>
6	<b>Andrew M. Cuomo</b> , <i>Governor of the State of New York</i>
8	<b>Grace Meng</b> , <i>Congress of the United States</i>
14	<b>Thomas DiNapoli</b> , <i>Comptroller of the State of New York</i>
16	<b>Scott Stringer</b> , <i>Comptroller of the City of New York</i>
22	<b>Margaret Chin</b> , <i>Council Member, 1st District, Manhattan</i>
28	<b>Peter Koo</b> , <i>Council Member, 20th District, Queens</i>
9	<b>Honoree Evan G. Greenberg</b> <i>Chairman &amp; CEO, ACE Group</i>
10	<b>CAIA Board Members</b>
11	<b>CAIA President's Message</b> — <i>Lynn Guan</i>
13	<b>Past Honorees</b>
15	<b>Sponsor Acknowledgements</b>
21	<b>CAIA Scholarship Program</b>
33	<b>CAIA Event Calendar</b>
24 - 27	<b>What Is Food Security?</b> — <i>Peter Book</i>
34 - 35	<b>Equinimity</b> — <i>Richard C. Hsia</i>
37 40	<b>What Is Your Sign?</b>
47 - 68	<b>CAIA 2013 Banquet Pictures</b>





State of New York  
Executive Chamber

Proclamation

Whereas, the Empire State is home to a thriving Asian and Pacific Islander community, all New Yorkers join with them to celebrate one of their most important and time-honored traditions on January 31, 2014, welcoming Lunar New Year Day 4712; and

Whereas, according to the lunar calendar, this new year hails the arrival of the "Year of the Horse," the seventh animal sign represented in the zodiac, with the horse exemplifying the ideals of nobility, strength, and leadership; and

Whereas, the Lunar New Year invites people to celebrate one of the most distinct and ancient traditions of Asian and Pacific Islander communities, as families and friends take the opportunity to pay respect to their ancestors and give thanks to their communities with festivals, parades, and joyful gatherings of all sizes that preserve and enrich this proud legacy of a cherished heritage; and

Whereas, New Yorkers recognize that our vibrant Asian and Pacific Islander communities contribute daily to the strength of America and add to our state's reputation as a center of cultural diversity and richness; events taking place throughout Lunar New Year 4712 provide an opportunity for all to experience the unique culture of the Asian and Pacific Islander communities and join in hopeful anticipation of the year to come; and

Whereas, the Lunar New Year is a time of reunion and thanksgiving, with the promise of a future filled with peace and prosperity, and it is fitting for all New Yorkers to join in spirit with our Asian and Pacific Islander communities as they celebrate and welcome Lunar New Year 4712;

Now, Therefore, I, Andrew M. Cuomo, Governor of the State of New York, do hereby proclaim January 31, 2014 as

LUNAR NEW YEAR DAY

in the Empire State.



Given under my hand and the Privy Seal of the State  
at the Capitol in the City of Albany this twenty-eighth  
day of January in the year two thousand fourteen.

Governor

James Schwartz  
Secretary to the Governor



# BANQUET PROGRAM



2:30

## **Seminar Registration**

3:00 – 5:00

## **Educational Seminar**

5:30 – 6:45

## **Cocktail Reception**

7:00

## **Lion Dance**

## **Greeting & Introduction**

Lily Han – *Banquet Chair*

## **Welcome Remarks & Introduction of the Board of Directors**

Richard Hsia – *Immediate Past President*

Lynn Guan – *President*

## **Acknowledgement of Special Guests**

David Louie – *Vice President*

7:20

## **Dinner**

7:50

## **Introduction of the Honoree — Evan G. Greenberg**

Lily Han – *Banquet Chair*

## **Honoree Remarks**

Evan G. Greenberg, *Chairman & CEO, ACE Group*

8:15

## **Presentation: ACE Group, Title Sponsor**

8:40

## **Presentation of Scholarship Awards**

George Tsui – *Board of Director*

John Alfieri – *ACE, Regional Executive*

9:00

## **Presentation of Commemorative Plaques**

Lynn Guan – *President*

David Louie – *Vice President*

Lily Han – *Banquet Chair*

Hongbo Tan – *Secretary*

9:30

## **Closing Remarks**

Lily Han – *Banquet Chair*





GRACE MENG  
HOUSE OF REPRESENTATIVES  
Washington, D.C. 20515



March 13, 2014

Dear Chinese American Insurance Association:

I am pleased to extend my warmest greetings to all gathered at the Chinese American Insurance Association's 25<sup>th</sup> Annual Chinese New Year Banquet at Terrace on the Park.

Since its inception in 1989, the Chinese American Insurance Association (CAIA) has represented professionals from the Health, Property, Life, and Casualty Insurance industries. CAIA does community outreach to educate citizens on how insurance products can secure their businesses and financial well-being. It has hosted seminars on topics ranging from healthcare reform to safe driving practices and the organization works to improve relations between the Chinese-American community and the elected officials of New York. It also offers scholarships for promising students who seek to enter the insurance industry.

I am honored to join with the Chinese American Insurance Association in celebrating the achievements of this year's honoree: Evan G. Greenberg, Chairman and Chief Executive Officer of the ACE Group. Mr. Greenberg has made substantial contributions to the field of insurance, especially through his work with the US-ASEAN Business Council.

Please accept my best wishes for a wonderful banquet and much continued success!

Sincerely,

Grace Meng  
Member of Congress



# HONOREE



## Evan G. Greenberg

*Chairman & Chief Executive Officer  
ACE Limited*



Evan G. Greenberg is Chairman, President and Chief Executive Officer of ACE Limited. He was elected to the position of President and Chief Executive Officer in May 2004 and to the additional title of Chairman of the Board of Directors in May 2007.

Mr. Greenberg joined the ACE Group in November 2001 as Vice Chairman, ACE Limited, and was elected to the position of President and Chief Operating Officer, ACE Limited, in June 2003. Over the course of more than 35 years in the insurance industry, Mr. Greenberg has held various underwriting and management positions and gained significant insight in the global property, casualty and life insurance sectors.

Prior to joining ACE, Mr. Greenberg spent 25 years at American International Group, where he served as President and Chief Operating Officer from 1997 to 2000. Before that, he held a variety of senior management positions, including President and Chief Executive Officer of AIU, AIG's Foreign General Insurance organization, and Chief Executive Officer of AIG Far East, based in Japan.

Mr. Greenberg serves on the board of a number of organizations including the Coca-Cola Company, the National Committee on United States-China Relations and the U.S.-China Business Council. He is Chairman of the USASEAN Business Council and a member of the Council on Foreign Relations, the Center for the National Interest and the Business Roundtable. Mr. Greenberg is an overseer of the International Rescue Committee.



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AWAC



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**David J. Louie**  
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# PRESIDENT'S MESSAGE



## Lynn Guan

*CPCU, ARM, ARe, MBA*

On behalf of the Chinese American Insurance Association (CAIA) and its Board of Directors, we welcome everyone to the CAIA Horse Celebration. As we celebrate our Association's 25th year, we are proud to honor Mr. Evan Greenberg, Chairman and CEO of ACE, as our Horse Honoree, for his distinctive achievements and contribution to the insurance industry and for his abiding efforts in advancing the mutual business interests between East and West. Horses are popular, hardworking, ambitious and intelligent with boundless energy.

Founded in 1989, the Chinese American Insurance Association has been serving the Asian American insurance professionals in the US for 25 years. I am deeply honored to serve as the Association's President for the next two years. With your support, during my term, I envision that:

1. We will establish chapters in the West Coast and in China and become an international organization.
2. We will travel to China to visit our friends at the Chinese Regulatory Commission to continue to develop our relationship and discussion to promote the exchange of insurance knowledge and product development.
3. We will continue to grant scholarships to worthy students in seeking and pursuing a career in the Insurance Industry. We will organize and play a leadership role in Career Fairs and collaborate with the other ethnic organizations
4. We will assist the Department of Financial Services in the translation of Consumer Guides and work with community leaders to hold seminars to facilitate and elevate the understanding of insurance.

I would like to take this opportunity to thank all our sponsors for your generosity, participation and support. I am proud to announce that we offer CAIA corporate membership to our sponsors this year for the first time and we intend to bring value and benefit for our mutual interest. Last but not the least, I would like to thank Richard Hsia, for his leadership and devotion to our association for the past two years. I greatly value his knowledge, contribution and friendship, and look forward to continuing working with him for many years to come.

With Best Wishes to all for a happy and prosperous New Year.



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**PROGRESSIVE**

# PAST HONOREES



- 2013 **Ming Lee**, *President & CEO, AIR Worldwide*
- 2012 **Robert H. Benmosche**, *President & CEO, AIG*
- 2011 **Tom Motamed**, *Chairman & CEO, CNA Financial*
- 2010 **Maurice R. Greenberg**, *Chairman & CEO, C.V. Starr & Company*
- 2009 **Mario P. Vitale**, *CEO of Global Corporate, Zurich*
- 2008 **Eric R. Dinallo**, *Superintendent of Insurance, New York*
- 2007 **Jay S. Fishman**, *Chairman & CEO, The St. Paul Travelers Companies, Inc.*
- 2006 **Vincent G. Vitiello**, *Chairman, CEO & President, Allianz Life Insurance Co. of NY*
- 2005 **Eric B. Campbell**, *CLU, ChFC, CLF, EVP & Chief Distribution Officer, New York Life International, LLC*
- 2004 **Ray J. Groves**, *Chairman & CEO, March, Inc.*
- 2003 **Michael D. Jaffe**, *Executive VP & General Counsel, Country-Wide Insurance Company*
- 2002 **Prescott S. Bush, Jr.**, *Chairman, US/China Chamber of Commerce*
- 2001 **Salvatore D. Zaffino**, *Chairman & CEO, Guy Carpenter & Company, Inc.*
- 2000 **Michael D. O'Halleran**, *President & Chief Operating Officer, Aon Corporation*
- 1999 **Heidi Hutter**, *Chief Executive Officer, Swiss Re*
- 1998 **Dennis A. Busti**, *President & CEO, Reliance National*
- 1997 **Sylvester Green**, *Senior VP & Managing Director, Chubb & Son Inc.*
- 1996 **James Duffy**, *President, St. Paul Re*
- 1995 **Ted Athanassiades**, *President, MetLife*
- 1994 **Edward Hanley**, *President — International Division, Cigna*
- 1993 **Salvatore Curiale**, *New York State Superintendent of Insurance*







STATE OF NEW YORK  
**OFFICE OF THE STATE COMPTROLLER**  
110 STATE STREET  
ALBANY, NY 12236

March 13, 2014

Richard C. Hsia, President  
Chinese-American Insurance Association  
c/o L3 Advertising, Inc.  
115 Bowery, 3<sup>rd</sup> Floor  
New York, NY 10002



Dear Friends:

Greetings to all those gathered this evening for the 23<sup>rd</sup> Annual Chinese New Year Banquet hosted by the Chinese-American Insurance Association, and marking the organization's 25<sup>th</sup> anniversary as well as welcoming the Year of the Horse. Since 1989, CAIA has worked to support the advancement of Chinese-American insurance professionals, and to educate the public about important insurance-related issues.

Encompassing members who are involved in all aspects of the life, health, property and casualty insurance industry, the Chinese-American Insurance Association offers a wide range of programs to promote professional development and career success for Chinese Americans, including continuing education courses, networking opportunities and a career fair. CAIA has also sponsored a series of consumer education seminars addressing safe driving, healthcare reform and senior concerns. In addition, the Association maintains a scholarship program to encourage the efforts of deserving students. As a strong voice for the Chinese-American insurance professionals, CAIA cultivates good working relationships with government officials and promotes improvements in New York's Chinatowns. The dedicated officers, board and members of the Chinese-American Insurance Association are upholding the highest standards of excellence in their profession and enhancing the life of the entire community.

Best wishes for a joyful celebration and continued success.

Sincerely,

Thomas P. DiNapoli  
State Comptroller

# SPONSOR ACKNOWLEDGMENTS



The Chinese American Insurance Association gratefully acknowledges the generous contributions of the sponsor for tonight's celebration.

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OFFICE OF NEW YORK CITY COMPTROLLER  
SCOTT M. STRINGER



March 13, 2014

The Chinese American Insurance Association  
115 Bowery, 3<sup>rd</sup> Floor  
New York, NY 10002

Dear Friends:

It is my pleasure to extend best wishes to all attending the Chinese American Insurance Association's 23<sup>rd</sup> Annual Chinese New Year Banquet.

For 25 years, the Chinese American Insurance Association has done outstanding work to educate the community about insurance issues that impact their lives. Through professional exchange and support, the Association works to further its members' professional standing.

I would like to extend my congratulations to tonight's honoree: Evan G. Greenberg, Chairman and Chief Executive Officer of the ACE Group, whose commitment to service has made tremendous contributions to the City of New York.

Once again, thank you to the Chinese American Insurance Association for bringing us together to celebrate community and service. Please accept my best wishes for continued success.

Sincerely,

A handwritten signature in black ink, appearing to read "Scott M. Stringer".

Scott M. Stringer  
New York City Comptroller





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A XIII by AM Best

*Best wishes*

*and continued success!*



— YEAR OF THE HORSE —

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*Proud to sponsor the CAIA*

# Year of the Horse 2014



## Let's keep up-and-coming leaders up and coming.

Travelers applauds the Chinese American Insurance Association (CAIA) for its effort in helping us connect with the Asian American community. The support the CAIA provides – including professional and career development; education for the community on insurance-related topics; and education for Travelers on the products, services and cultural needs of Asian Americans – is invaluable as we continue to build relationships across a diverse customer base. To learn more about opportunities with Travelers, visit [travelers.com/agents](http://travelers.com/agents).

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**Congratulations to Honoree  
Evan G. Greenberg and  
The Chinese American Insurance Association on  
its 23rd Anniversary**

**Stephen Boon**

温健章

**Sandra K. Lee**

李玉坤

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# SCHOLARSHIP PROGRAM



**The CAIA Scholarship Program** began over ten years ago under the Direction of Mr. Stephen Boon, President of CAIA at that time. This scholarship program for Asian American Students was created to honor the memory of Mr. James Ying. Mr. Ying was an original charter officer of this Board and a truly fine and ethical man whose untimely passing was a harsh loss.

Once again, the Board of Directors pledges its commitment to this scholarship for worthy students who demonstrate need and dedication to their studies. This year again we have a scholarship of \$9,000 and have selected three outstanding candidates. We proudly recognize Liliang Jiang, Davy Lim Ah Tock and Rui Xu as the recipients of 2014 CAIA Scholarship.

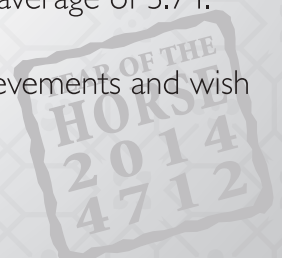
All three recipients are currently attending St. John's University. Liliang and Davy are pursuing a major in Actuarial Science and Rui is in the masters program in Risk Management and Insurance.

Liliang is on the Dean's List and a member of the Gamma Iota Sigma, Alpha Iota Chapter. Liliang is a school representative in the SOA-CAE Student Summit and also a student representative in the Day on Wall Street Program. She is also a recipient of the St. John's University Academic Transfer Scholarship and the John Street Association / Stephen M. Colescione Memorial Scholarship. With all of this Liliang is still able to maintain a grade point average of 3.87.

Davy is a member of the St. John's Honors Program, the President's Society, Phi Eta Sigma Honor Society as well as being on the Dean's List. Davy served as the President and Treasurer of the Gamma Iota Sigma, a Risk Management, Insurance and Actuarial Science Fraternity. He also served as the Secretary and Service Coordinator for the St. Vincent de Paul Society, a service organization. Davy is Peer Mentor for the Project AIM (Asian and International Mentoring Program). In addition to all these activities, Davy still maintains a 3.96 grade point average.

Rui is a member of the Gamma Iota Sigma, Alpha Iota Chapter and the International Risk Management Fraternity St John's University chapter. Rui also is an assistant to the Vice President of Professional Development of the ASEND (Pan Asian Leader Organization). He has volunteered in the Hurricane Sandy Relief Program and the Catholic Charities USA Long Island chapter. He also received the CV STARR Foundation Scholarship and is the Outstanding Scholar of the Jon M. Huntsman School of Business in Utah State University. Rui is maintaining a grade point average of 3.74.

We heartily congratulate Liliang Jiang, Davy Lim Ah Tock and Rui Xu on their achievements and wish them all great future success.





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WOMEN'S ISSUES

March 13, 2014

Chinese American Insurance Association  
115 Bowery, 3<sup>rd</sup> Floor  
New York, New York 10002

Dear Friends,

It is my great pleasure to write this letter congratulating the Chinese American Insurance Association on the occasion of its 23<sup>rd</sup> Anniversary Celebration and in honor of the Lunar New Year 4712, the Year of the Horse.

For 25 years, the Chinese American Insurance Association (CAIA) has endeavored to enhance knowledge and access to quality insurance in the Chinese American community. Established in 1990 as the first Chinese-heritage insurance association, CAIA has grown to over 700 members and serves a growing Chinese-American consumer market in the New York metropolitan area. Bilingual outreach in both English and Chinese, as well as dedicated support from experienced CAIA professionals, ensure that families and business have the information and resources they need to make educated decisions on obtaining necessary insurance and coverage.

I am also pleased to extend my greetings for a happy and healthy Lunar New Year 4712. The Year of the Horse is a strong and auspicious sign. The Horse represents energy, progress and perseverance. The Year of the Horse is believed to be a time for new ideas and decisive action, and is therefore an opportunity for us to work together to accomplish great things. The year 2014 is the year of the Wood Horse, which is a symbol of rebirth and growth. It is important that we welcome new beginnings and diligently usher in new opportunities for success and innovation. All of these admirable traits are exemplified by the Chinese American Insurance Association.

Thank you for your continued service, with best wishes for ongoing success in the years to come.

Warm regards,

Margaret S. Chin  
New York City Council Member  
District 1—Manhattan



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# WHAT IS FOOD

## Peter Book

Head of Agriculture, Asia Pacific  
Guy Carpenter & Company, Pty. Ltd

**Food security exists when all people, at all times, have physical, social and economic access to sufficient safe and nutritious food that meets their dietary needs and food preferences for an active and healthy life.<sup>1</sup>**

Fundamentally food has to be safe, nutritious and available in sufficient quantity. On a global scale these are always achievable. It is at a country or smaller geographic territory-level where problems often arise. These concepts encompass the first part of the opening statement and relate to access:

- Physical: a sufficient quantity must be produced
- Social: the “correct” type must be available
- Economic: it must be affordable despite supply shocks.

What role can risk transfer play in influencing these factors?

**Physical:** Diversification versus specialization and optimization of investment.

Food production is inherently exposed to the vagaries of the weather and farmers constantly deal with its impact. While effective risk transfer cannot eliminate the impact it can help to mitigate it and, over the longer term, optimize production through two avenues:

- **Diversification versus specialization:** Without access to off-farm risk transfer farmers retain risk and affect their own risk management practices. One practice may involve diversifying across uncorrelated enterprises such as winter cropping versus summer cropping or animal grazing versus intensive horticulture. This requires a diversion of resources to each enterprise and prevents specialization, which in turn, reduces the opportunity for achieving economies of scale and maximizing return on investment.

While diversification may result in a wider variety of output, the total value of output is normally lower than what might be achieved under specialization. However, specialization increases exposure to the risk that a specific peril or event will reduce or destroy the total output. To reduce or eliminate this risk farmers need an effective means of off-farm risk transfer and this is where traditional insurance products have the greatest application.

- **Optimization of investment:** Minimization of investment may be used to reduce the risk of ruin if the enterprise(s) fails. This can be actioned in the following forms:
  - Sub-optimum fertilizer application
  - Use of retained seed instead of certified or improved variety seed

<sup>1</sup>Committee on World Food Security website, January 2014.

# SECURITY?



- Reduced disease and pest control methods
- Avoidance of improved strains of livestock
- Failure to utilize farm extension services

While these practices reduce financial exposure they also limit production and reduce the overall level of farm output.

Risk transfer products may alleviate farmers' concerns about risk of failure and the associated loss of investment. The products may provide them with increased confidence to optimize the investments in their enterprises.

## **Social:** Managing the supply side.

A challenge in many regions is the transport from the farm of the right food to the consumer without physical loss or spoilage. Putting transit losses aside, there is a question of getting the "correct" food and influencing the supply chain.

Farmers tend to grow/raise what they know and are often reluctant to pursue risky strategies. Risk transfer can be used to influence their decisions in two obvious ways:

- **No recourse funding:** Food manufacturers (or governments) can provide direct or in kind (seed, chemicals, fertilizer) credit when the farmer forward contracts the sale of the crop to the manufacturer. The credit is offered on a no recourse basis if the enterprise fails due to any or a range of pre-agreed causes, with the manufacturers availing themselves of either an indemnity or index-based risk transfer product. The risk of individual or widespread enterprise failure is transferred. The credit greatly reduces the risk of ruin to the farmer and provides the manufacturer with a means to influence the type and quantity of produce grown close to end markets or manufacturing facilities.
- **Targeted subsidization:** Where an agricultural insurance scheme already exists the farmer's production decisions can be influenced by altering the level of subsidization or the tax treatment of insurance on a per enterprise basis. By reducing the cost of insurance the relative cost to establish the targeted enterprise is reduced and its overall level of production should increase. This practice has been utilized in European countries to stabilize food production and can be effective in addressing the economic imbalance between cash crops and food crops.

## **Economic:** Supply shocks and post-loss financing.

Having looked at optimizing individual production and how to influence what is produced





# WHAT IS FOOD

and where, the next question revolves around what happens when a large loss occurs. The two following examples have similar triggers but the application of the risk transfer products is different:

- **Supply shocks:** Widespread losses have dire consequences for farmers and the population dealing with resulting food shortages and high prices. It has been suggested that one of the contributing factors to the tensions that led to the Arab Spring were price increases on basic foodstuffs triggered by drought in Russia.<sup>2</sup>

While price hedges may alleviate stress in some situations, a more immediate and localized solution is often required. Weather, production or event-based “CAT”-style indices can be used to trigger instruments that pay a pre-agreed amount. These instruments offer a speedy mechanism for providing funds to a central body to allow for the purchase of replacement food stocks or the subsidization of food costs until prices return to equilibrium.

An effective determination of the amount of funds may involve a pre-agreed quantity of a food staple (such as rice) multiplied by an index price (based on markets for replacement food stocks) in the 7 - 14 day period after an event (such as a cyclone), adjusted for a pre-agreed delivery cost.

- **Post-loss financing:** After dealing with food costs there is still a need to address the loss to farmers and hasten their return to full production to mitigate an ongoing supply shock. In many developing markets farmers have limited access to finance and rely on retained earnings (or retained surplus stocks) from prior years to establish the following year’s enterprise. When a loss occurs farmers may be unable to immediately return to the same level of production as they build up replacement seed or stock.

A risk transfer instrument could be structured to compensate based on the area affected multiplied by the prevailing cost to re-establish crops. The funds could be used to provide cash grants to affected farmers allowing them to commence farming again at full production levels.

Drawing such funds from consolidated revenue would require their diversion from other uses and borrowing them is likely to occur when the cost of funds is at its highest. A further advantage of this approach is that the amount required is determined in the relative calm of a pre-loss situation and not in the midst of a crisis.

<sup>2</sup>World Economic Forum, *Global Risks 2014 Ninth Edition*.

# SECURITY?



## Putting it into practice

In several Asian countries there are already examples of attempts to alleviate the physical, social and economic factors that hamper food security.

China in particular is rapidly developing a sophisticated agriculture insurance system with evidence of a number of different risk transfer instruments:

- Individual farmers have access to individual farm indemnity and area yield index insurance that is changing the make-up of farming. Farmers are turning to crops that suit their geographic areas and their climates and are rapidly adopting improved production techniques as they embrace insurance as a means to limit the risks of crop failure.
- Pig production is being encouraged and promoted by transferring off farm the risk of large swings in feed prices versus pig prices through the use of a gross margin style insurance product based on published corn and pig prices.
- Manufacturers are offering forward contracts to farmers to promote planting of certain crops and arranging insurance on farmers' behalves against crop failure.
- Both central and provincial governments are offering targeted subsidies that differ based on the specific type of farming or crop types. The stated goal being to increase production and alleviate rural poverty.

Given its relative economic health it is not surprising that China has to date not deemed it necessary to look at central or provincial government level supply shock or post-loss risk financing solutions. However, other countries in the region have, and are expected to continue to do so.

## To the future

The rapidly changing faces of Asia and other developing regions and their increasingly affluent populations will place increasing demands on agriculture. They will likely struggle with competing demands for land from mining, urban sprawl and conservation and with other industries for inputs such as water and chemicals. These demands, coupled with the demand for feed stocks for production of alternative fuels puts increasing pressure on the agricultural industry to produce a sufficient food supply.

It is essential that every effort be made to allow agriculture to achieve the optimum level of production of the optimum mix of food types with the optimum resilience to shocks.



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February 22, 2014

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Dear Friends:

It is with great pleasure that I extend my warmest greetings and congratulations on the celebration of your 25<sup>th</sup> Anniversary and on the Year of the Horse.

This event truly embodies everything that your wonderful organization stands for, namely your dedication to the insurance and reinsurance business throughout the United States and the world. Established in 1989, the CAIA is a non-profit grassroots organization that has dedicated itself to providing networking opportunities in the Chinese-American community, and to teaching the community about insurance issues. The organization has also sponsored and coordinated consumer education seminars, which have included topics about safe driving, health care, and care options for senior citizens.

On behalf of the New York City Council, I commend the officers, staff, and members of the Chinese American Insurance Association for their tireless work in bringing greater awareness about insurance issues to the community at large.

Sincerely,

Peter Koo  
Council Member  
20<sup>th</sup> District, Queens





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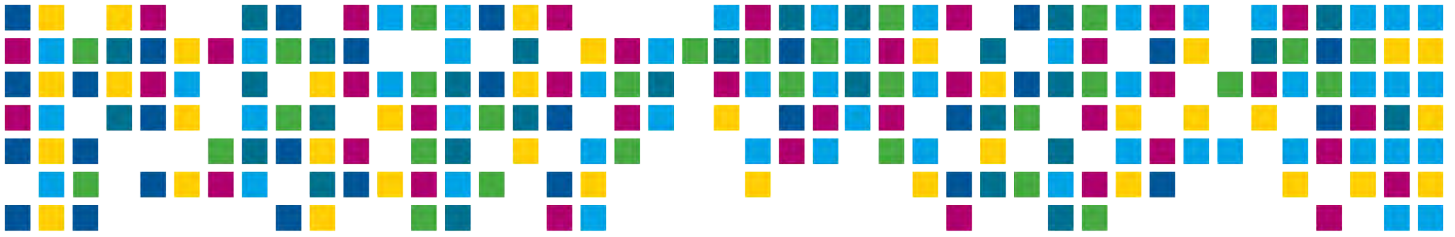


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# CAIA 2014 EVENT CALENDAR



**January 31**

**March 13**

**April**

**May**

**June**

**July**

**September**

**October**

**November**

**December**

Lunar New Year, Year of the Horse

Annual Banquet

Banquet Review & Recommendations

Career Fair, TBA

Education Seminar, TBA

Strategic Planning

Honoree Nomination

Annual Banquet Preparation

Education Seminar, TBA

Scholarship Candidates Selection

Holiday Network Party



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# EQUINIMITY

## Of Course, Of Course, The Horse

Among the first impulses and initial initiatives proposed by Bill de Blasio as new Mayor of New York City is to abolish horse-drawn carriages in Central Park, ostensibly because, in a sad Tail of Two Cities, long-suffering horses have been treated unfairly. Guess it's a case of Equine Inequality. So possibly one of the most romantic experiences anywhere in the world, enjoyed by Cyd Charisse and Fred Astaire in *Dancing in the Dark*, and by many others falling in love, might disappear.

If you haven't yet gone together in a horse and carriage ride around Central Park, it may soon be too late. Whoa! Neigh! Hold your Horses! It seems that perhaps as many as 2 out of 3 New Yorkers --- no matter what political persuasion, and regardless of ethnic background or sexual orientation --- wish to keep horses and carriages in play. What do you think? Are you a romantic, a horse whisperer?

Hence the classic riddle: which comes or goes first, the horse or the carriage? Talk about putting the cart before the horse --- especially with the arrival of the Chinese New Year of the Horse, actually Lunar Year 4712, stampeding in on January 31, 2014. It also happens to get harder and harder to find a real Merry-Go-Round anymore, with colorful horses going up and down, and round and round. Life should be a carousel. Instead, is this going the way of all things, like the banning of fireworks at Chinese New Year?

Horses represent Abundance, Opportunity and Influence on a Global scale. A symbol of mobility, Horses trigger powerful memories and, throughout history, have been unifying forces. The Horse is revered in China through the ages, going back to the times of Genghis Khan, and beyond. Arabian nights are really made by Arabian horses. It was the Horse (not guns or cowboys) that won the Wild West. The Horse is heroic, spirited and, as the Horse cannot long be corralled, symbolizes freedom.



By **Richard C. Hsia**



Horses are intelligent. It's people who need yet often lack horse sense. The Horse is strong, action-oriented, lively and swift. Pony up. Apart from thoroughbreds, do you know the differences among the ass, the mule and the burro, and their relativities to the Horse? Can you distinguish among a foal, a colt, a yearling, a gelding, and a mare? Did you know that the horse Paul Revere rode on his sterling ride, shouting that the British are coming, was borrowed and named Brown Beauty?

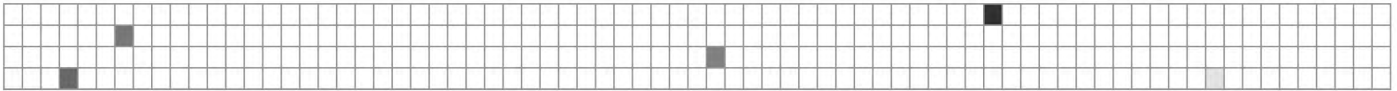
Among famous Horses jockeying for position as most celebrated are Silver, Black Beauty, Flicka, Fury, National Velvet, Man o' War, and Seabiscuit. There was the inimitable Mr. Ed, the Talking and Thinking Man's Horse. Who could forget Quick Draw McGraw and his drawl? While many famous horses are real, some were fictional and others imaginary. There are bucking broncos, mustangs, warhorses, workhorses, and Budweiser's Clydesdales. We celebrate Triple Crown winners sweeping the Kentucky Derby, the Preakness and the Belmont Stakes, including Citation, Secretariat and Seattle Slew. Thinking positively about Horses, what about Affirmed, Kelso and Native Dancer? None of these stainless steeds horsed around. Talk about Horse Power.

A catchy thing about Horses is the winning names they are given. There are also unnamed wild horses, the proverbial Horse with No Name. Perhaps most famous, and most elusive, of all is the Horse of a Different Color you've heard tell about --- yet, like the Unicorn, probably never seen. In fact, Horses come in all colors. Old chestnut. Dappled grey. Painted. Palominos. Black stallions. Horses cantor, trot, jump, gallop, race, and run like the wind. Some, like Pegasus, even fly. Swimming underwater, seahorses abound.

But be careful not to be taken in by a Trojan Horse, try not to get trampled by the Thundering Herd, and don't chomp at the bit. Anyway, if born in 2014, 2002, 1990, 1978, 1966, 1954, 1942, 1930, 1918, or 1906, chances are good that you're a Horse, like Warren Buffet and Sir Paul McCartney, both of whom, no doubt, must have a lot of lucky horseshoes in their stables.

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# WHAT IS YOUR SIGN?



## ***Background Information:***

The Chinese lunar calendar is the longest chronological record in the history, dating from 2637 B.C. when the first cycle of the zodiac was introduced. One complete cycle takes 60 years and is made up of five simple cycles of 12 years each. The 78<sup>th</sup> cycle started on February 1984, and will end on February 2044. Twelve animals were assigned to each of the 12 years when, according to legend, the Lord Buddha summoned all the animals to come to him before he departed from Earth. Only twelve animals came to bid him farewell. As a reward, he named a year after each one in the order that it arrived. First came to Rat, then the Ox, the Tiger, Rabbit, Dragon, Snake, Horse, Sheep, Monkey, Rooster, Dog and Pig. Thus, we have the twelve animal signs of Today. The animal ruling the year in which you were born exercises a profound influence on your life. "This is the animal that hides in your heart".



## **The Year of The Horse**

**2014, 2002, 1990, 1978, 1966, 1954, 1942, 1930, 1918**

People born in the Year of the Horse are popular, hardworking, aggressive, ambitious and intelligent. They are cheerful, skillful with money, and perceptive, although they sometimes talk too much. They are wise, talented, good with their hands, and sometimes have a weakness for members of the opposite sex. They are impatient and hot blooded about everything except their daily work. They like entertainment and large crowds. They are very independent and rarely listen to advice. No matter how integrated they seem to be, the Horses' inner self remains powerfully rebellious. Although they have boundless energy and ambition, they Horses have a hard time belonging. In general, the Horses are gifted, but in truth they are really more cunning than intelligent, and they know that. That is probably why most of them lack confidence. They are most compatible with Tigers, Dogs, and Sheep.

*Some Horses: Louisa May Alcott, Chopin, Ella Fitzgerald, Aretija Franklin, Teddy Roosevelt*





# WHAT IS YOUR SIGN?

## **The Year of The Goat (Sheep, Ram) 2003, 1991, 1979, 1967, 1955, 1943, 1931, 1919**

People born in the Year of Goat are elegant and highly accomplished in the arts. At first glance, they appear to be better off than those born in the Zodiac's other years. But the Goats are quite shy, pessimistic, hesitant, and over anxious. They are always passionate about what they do and what they believe in. They have remarkable strength and have patience in searching out facts and analyzing details when there is a good reason. If a reason is missing, they can be very lazy and almost daydreamers. Their good manners and charms always bring many admirers and friends. The Goats never have to worry about having the best in their life for their abilities make money for them, and they are able to enjoy the creature comforts that they like. They are wise, gentle, and compassionate. They are compatible with Rabbits, Pigs, and Horses.

*Some Goats: Rachel Carson, Michelangelo, Rudolph Valentino, Barbara Walters*

## **The Year of The Monkey 2004, 1992, 1980, 1968, 1956, 1944, 1932, 1920**

People born in the Year of the Monkey are the erratic geniuses of the cycle. They are clever, skillful, and flexible. Monkeys are strong minded thinkers, planners, calculating and manipulative. They love to play with things and ideas, trying new things out and changing them until they work. They are remarkably inventive and original and can solve the most difficult problems with ease. There are few fields in which Monkey people wouldn't be successful, but they have a disconcerting habit of being too agreeable. They want to do things now, and if they cannot get started immediately, they become discouraged and sometimes leave their projects. Although good at making decisions, they tend to look down on others. Having common sense, Monkey people have a deep desire for knowledge and have excellent memories. Monkey people are strong willed, but their anger cools quickly. They are most compatible with the Dragon and Rat.

*Some Monkeys: Julius Caesar, Bette Davis, Diana Ross, Elizabeth Taylor, Eleanor Roosevelt*

## **The Year of the Rooster 2005, 1993, 1981, 1969, 1957, 1945, 1933, 1921**

People born in the Year of the Rooster are deep thinkers, capable, and talented. They like to be busy and are devoted beyond their capabilities and are deeply disappointed if they fail. They are alert, sober, conservative, powerful, decisive, and intelligent. They are brave and confident in work and life and willing to move toward new horizons. The Roosters are hard working, astute, and definite in decision making, often speaking their mind loud and sound. The Roosters' emotions like their fortunes, swing very high to very low. They can be selfish and too outspoken, but are always interesting and can be extremely brave. The main virtue in the Roosters' character is loyalty; thus, they make devoted friends. They always keep their promises and are always true to their word. They are most compatible with Ox, Snake, and Dragon.

*Some Roosters: Virginia Apgar, Catherine the Great, Groucho Marx, Peter Ustinov*

# WHAT IS YOUR SIGN?



## **The Year of The Dog 2006, 1994, 1982, 1970, 1958, 1946, 1934, 1922**

People born in the Year of the Dog possess the best traits of human nature. They have a deep sense of loyalty, are honest, and inspire other people's confidence because they know how to keep secrets. But the Dogs are somewhat selfish, terribly stubborn, and eccentric. They care little for wealth, yet somehow always seem to have money. They can be cold emotionally and sometimes distant at parties. They can find fault with many things and are noted for their sharp tongues. The Dogs make good leaders and they are faithful to those they love. They are compatible with those born in the Years of the Horse, Tiger, and Rabbit.

*Some Dogs: Cher, Bill Clinton, Shirley McLaine, George Gershwin, Hervert Hoover*

## **The Year of The Boar (Pig) 2007, 1995, 1983, 1971, 1959, 1947, 1935, 1923**

People born in the Year of the Pig are chivalrous and gallant. Whatever they do, they do with all their strength. They are born to give, to yield and to serve; they constantly sacrifice their own happiness and comfort for the sake of somebody else. They have tremendous fortitude and great honesty. They don't make many friends but for the ones that they do, they make for life. Anyone having a Boar Year friend is fortunate because they are extremely loyal. They don't talk much but have a great thirst for knowledge. They study a great deal and are generally well informed. The Boars are quick temper, yet they hate arguments and quarreling. They are kind to their loved ones. No matter how bad problems seem to be, the Boars try to work them out, honestly if sometimes impulsively. They are most compatible with Rabbits and Sheep.

*Some Boars: Ernest Hemingway, Lucille Ball, Mahalia Jackson, Elizabeth Cady Stanton*

## **The Year of The Rat 2008, 1996, 1984, 1972, 1960, 1948, 1936, 1924**

People born in the Year of the Rat are clever, curious, imaginative, charming and truly generous to the person they love. They work hard to achieve their goals, aspire for wealth, and are likely to be perfectionists. They are however, prudent with their money. Those born in this year have a tendency to be quick tempered and overly critical. They have high ambitions and are generally very successful. Rats are risk takers, but they always calculate the risks precisely before leaping into action. They are most compatible with people born in the years of the Dragon, Monkey, and Ox.

*Some Rats: Charlotte Bronte, William Shakespeare, George Washington, Catherine I*

## **The Year of The Ox 2009, 1997, 1985, 1973, 1961, 1949, 1937, 1925, 1913**

People born in the Year of the Ox are patient, speak little, and inspire confidence in others. They tend, however, to be eccentric, and opinionated, and anger easily with their fierce tempers. Despite their lacks of oral communication, when they do speak their words are quite eloquent. Oxen are mentally and physically alert. Generally easy going, they can be remarkably stubborn, and hate to fail or be opposed. They are also hard working and persistent. They can stick to a task longer and harder than anybody else. Oxen are observant; they have remarkable memories and are good at reporting on absolutely everything that their eyes perceive. They are most compatible with Snake, Rooster, and Rat people.

*Some Oxen: Walt Disney, Clark Gable, Richard Nixon, Rosa Parks, Vincent Van Gogh*





# WHAT IS YOUR SIGN?

## **The Year of The Tiger 2010, 1998, 1986, 1974, 1962, 1950, 1938, 1926, 1914**

Tigers are sensitive, given to deep thinking and capable of great sympathy. They are daring fighters, capable of standing up to the bitter end for what they think is right. However, they can be extremely short tempered. Other people have great respect for them, but sometimes Tigers come into conflict with older people or those in authority. They are suspicious of others, but they are courageous and powerful. Although they love adventures, and are addicted to excitement, it is better not to challenge a Tiger's confidence. They like being obeyed and not the other way around. Tigers are most compatible with Horses, Dragons, and Dogs.

*Some Tigers: Dwight D. Eisenhower, Marilyn Monroe, Marco Polo, Beatrix Potter*

## **The Year of The Rabbit 2011, 1999, 1987, 1975, 1963, 1951, 1939, 1927**

People born in the Year of the Rabbit are kind, warm, sweet, affectionate, friendly, articulate, talented, and ambitious. They are virtuous, reserved, and have excellent taste. Rabbits are admired, trusted, and are often financially lucky. They are fond of gossip, but are tactful and generally kind. Rabbits seldom lose their temper. They are clever at business and being conscientious. They never back out of a contract that they decide to sign. Call them cautious or call them timid, Rabbits will undertake nothing before they have weighted the pros and cons from every angle. That is probably why they are doing well in their work. And yet, unless they abandon their conservative nature, and become more aggressive, they will probably live a normal and average life. They are most compatible with those born in the years of the Sheep, Pig, and Dog.

*Some Rabbits: Confucius, Rudolph Nureyev, Queen Victoria, Orson Welles, Jan Yolen*

## **The Year of The Dragon 2012, 2000, 1988, 1976, 1964, 1952, 1940, 1928, 1916**

People born in the Year of the Dragon are healthy, brave, honest, sensitive energetic, enthusiastic, optimistic, ambitious, aggressive, and determined in action. Dragons are idealists and perfectionists. They really enjoy starting new things and being in full control of them. They are also short tempered, and stubborn, but inspire confidence and trust. Although the Dragons tempers are hot, they can be witty, funny and generous to their friends, so most people look up to them. When Dragons enter a gathering, this popular character ignites the room. They are compatible with Rats, Snakes, Monkeys, and Roosters.

*Some Dragons: Susan B. Anthony, Joan of Arc, John Lennon, Florence Nightingale*

## **The Year of The Snake 2013, 2001, 1989, 1977, 1965, 1953, 1941, 1929, 1917**

People born in the Year of the Snake are romantic, charming, and deep thinking. They say little and possess great wisdom. They never have to worry about money; they are financially fortunate. Snakes are often quite vain, selfish, and a bit stingy. Yet, they have tremendous sympathy for others and try to help those less fortunate. Snakes tend to overwork, since they have doubts about other people's judgment and prefer to rely on themselves. They are determined in whatever they do and hate to fail. Although calm on the surface, they are intense and passionate. Snakes are usually good looking and sometimes have martial problems because they are fickle. They are most compatible with the Ox and Rooster.

*Some Snakes: Liz Claiborne, Elizabeth I, Carole King, Martin Luther King, Abraham Lincoln*





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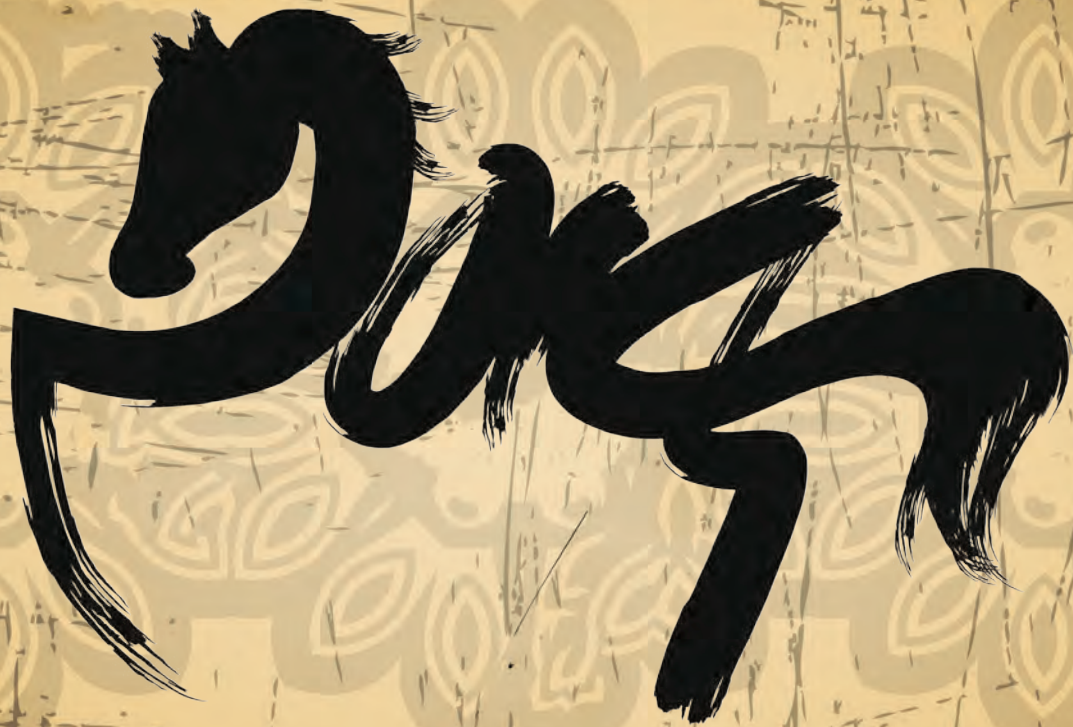
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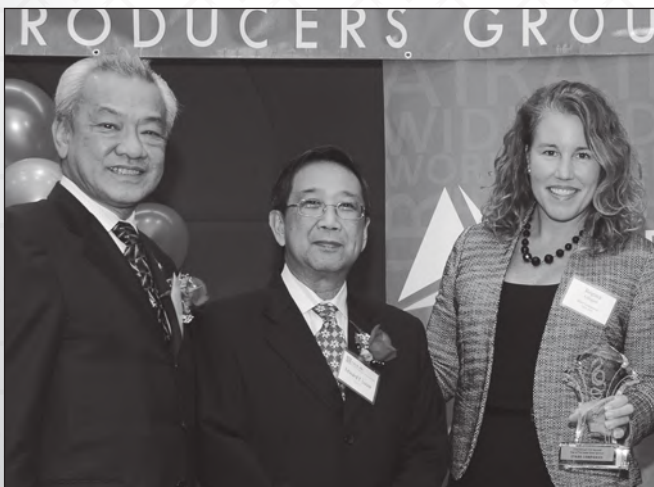
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